

Message Text

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ACTION COME-00

INFO OCT-01 EA-09 ISO-00 EB-07 USIA-15 /032 W

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R 260633Z FEB 76

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 7197

UNCLAS TOKYO 2836

E.O. 11652: N/A

TAGS: BEXP, JA, AS, NZ

SUBJECT: PROPOSED NORTH TEXAS COMMISSION IOGA TRADE MISSION

REF: A. TOKYO 2537 (INFO TO USDOC WASHDC) B. STATE 013065

1. COMMERCE DISTRICT OFFICE IN DALLAS PREVIOUSLY INFORMED EMBASSY OF PROPOSED IOGA HEALTH CARE MISSION AND IN REF A. EMBASSY RESPONDED THAT BOTH IT AND CONGEN OSAKA WOULD PREPARED TO ASSIST MISSION. DALLAS INDICATED THAT JAPAN VISIT WOULD TAKE PLACE JUNE 9-13 BUT EMBASSY BELIEVES DATES PROPOSED IN REF B. (JUNE 11-15) PREFERABLE BECAUSE THEY DO NOT INVOLVE WEEKEND. AS EXPLAINED IN REF A. OFFICE SPACE CAN BE PROVIDED IN AMDO OSAKA BUT BECAUSE OF JUNE 7-11 TRADE SHOW, U.S. TRADE CENTER TOKYO UNABLE TO PROVIDE SIMILAR FACILITIES.

2. ON BASIS SHORT DESCRIPTION IN REF B. OF MEDICAL PRODUCTS INVOLVED, IT WOULD APPEAR THAT THERE IS POTENTIAL MARKET FOR MOST OF THESE PRODUCTS IN JAPAN. HOWEVER, SUGGEST THAT CATALOGS BE SENT TO EMBASSY AS SOON AS POSSIBLE. IN PARTICULAR WE NEED FURTHER INFORMATION ON PRODUCTS HANDLED BY FOLLOWING COMPANIES BECAUSE DESCRIPTION IN REF B. IS NOT ADEQUATE FOR EVALUATION: ARBROOK (MEDICAL AND HOSPITAL SUPPLIES); COLIDATRON (CHEMICAL CORROSION) AND DATA ASSOCIATES (BLOOD CHEMISTRY).

3. ACCORDING TO EMBASSY AND TRADE CENTER RECORDS, ONLY ONE OF FIRMS LISTED REF B., DIXIE INTERNATIONAL, HAS REPRESENTATIVE IN JAPAN. PLEASE INDICATE WHETHER ALL OTHER FIRMS ARE NEW-TO-MARKET AND WILL BE SEEKING REPRESENTATIVES. WOULD LIKE TO HAVE THIS INFORMATION ASAP SO THAT EMBASSY CAN WORK OUT RECOMMENDED

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ITINERARY WITH NORTH TEXAS COMMISSION'S TOKYO REPRESENTATIVE AND CONGEN OSAKA.

4. PLEASE INCLUDE CONGEN OSAKA AS ADDRESSEE ON ALL FUTURE CABLES
RE THIS SUBJECT.
HODGSON

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